

## Data Sheet

<b>USAID Mission:</b>	Europe Regional
<b>Program Title:</b>	Private Enterprise Development
<b>Pillar:</b>	Economic Growth, Agriculture and Trade
<b>Strategic Objective:</b>	180-0130
<b>Status:</b>	Program Support Objective
<b>Planned FY 2005 Obligation:</b>	\$541,000 AEEB
<b>Prior Year Unobligated:</b>	\$291,000 AEEB
<b>Proposed FY 2006 Obligation:</b>	\$500,000 AEEB
<b>Year of Initial Obligation:</b>	1996
<b>Estimated Year of Final Obligation:</b>	2006

**Summary:** Building on existing bi-lateral competitiveness activities, assistance under this program support objective promotes the competitiveness of small- and medium-sized enterprises in the region.

### Inputs, Outputs, Activities:

**FY 2005 Program:** Increase Private Sector Growth (\$541,000 AEEB \$5,119 AEEB carryover, \$285,881 prior year recoveries). The Regional Competitiveness Initiative aims to increase the competitiveness of small- and medium-sized enterprises (SMEs) in the region. It builds on, complements, and adds a regional dimension to existing bi-lateral programs.

Contacts with industry and agricultural firms are being pursued throughout the region to identify clusters of businesses that are capable and committed to working together to produce quality products that respond to the demands of the markets in the region and beyond. Up to six industry clusters, either on a regional or country-specific level will be selected for technical assistance. Opportunities to bring business, government, and civil society leaders together to increase the competitiveness of their countries and regions through regional competitiveness consultative councils will be developed and supported. In order to measure progress, assistance will be provided to include countries of the region in the annual Global Competitiveness Report published by the World Economic Forum. Technical assistance will be provided to all participating clusters on the standardization and harmonization of their products for international trade. Contractor: Chemonics and Segura/IP3 (primes).

To effectively address the significant "knowledge gaps" in the area of business skills among SME entrepreneurs and their executive and department managers in the Southeast and Central European region, USAID will provide support for the Center for Entrepreneur and Executive Education (CEED), currently being developed as a pilot effort in Bulgaria. The CEED project will complement the more formal and longer-term education being offered by universities such as American University-Bulgaria. This activity is implemented by the Small Enterprise Assistant Fund - SEAF.

This component will also finance technical expertise to support and complement mission programs and capabilities and to help manage regional activities.

**FY 2006 Program:** Increase Private Sector Growth (\$500,000 AEEB). The assistance to selected industry clusters will continue. USAID will work with the groupings of businesses to better understand the demands of the markets, to improve the business environment directly impacting the cluster, to improve the productivity and value up and down the supply chain, and to participate actively in cross border trade. Efforts to link business, government, and civil society leaders will be continued as well as support for the Center for Entrepreneur and Executive Education. The contractors/grantees are the same as in FY 2005.

**Performance and Results:** Nearly all USAID bilateral and regional private sector programs

have focused significant resources on improving the environment for private sector economic growth. Participation in a Regional Competitiveness workshop in Macedonia in September 2004 provided an introduction to the regional Competitiveness Initiative contractor Segura/IP3. Workshop discussions provided initial inputs to the work plan. This was followed by staff visits to seven countries and consultations with local missions and bilateral program implementers and resulted in the identification of three regional initiatives that will become the initial focus of the program: customs standardization, an information and communications technology cluster, and a processed food cluster.

In mid-2004, USAID funded a feasibility study to establish a regional educational project that would provide a series of practical training courses and network learning centers for SME entrepreneurs and executives in Southeast and Central European countries. The study confirmed that there were significant "knowledge gaps" in the area of business skills among SME entrepreneurs and their managers. It further recommended establishing a Pilot Project in Bulgaria and this activity is now being implemented.

## US Financing in Thousands of Dollars

**Eurasia Regional**

110-0130 Private Enterprise Development	<b>ESF</b>	<b>FSA</b>
<b>Through September 30, 2003</b>		
Obligations	15,092	76,754
Expenditures	15,008	74,735
Unliquidated	84	2,019
<b>Fiscal Year 2004</b>		
Obligations	0	1,491
Expenditures	0	1,349
<b>Through September 30, 2004</b>		
Obligations	15,092	78,245
Expenditures	15,008	76,084
Unliquidated	84	2,161
<b>Prior Year Unobligated Funds</b>		
Obligations	0	287
<b>Planned Fiscal Year 2005 NOA</b>		
Obligations	0	549
<b>Total Planned Fiscal Year 2005</b>		
Obligations	0	836
<b>Proposed Fiscal Year 2006 NOA</b>		
Obligations	0	760
Future Obligations	0	0
Est. Total Cost	15,092	79,841